

# MERCATOR:

O R,

## Commerce Retrieved,

B E I N G

CONSIDERATIONS on the State of the *British* Trade, &c.

From Tuesday, April 27. to Thursday, April 29. 1714.

*The Knavery of our Opposers farther Exposed.*

*Their Clandestine Entring of Goods for the Streights, which actually go to France, discover'd again.*

*These Goods most likely to go to France.*

*Goods Enter'd to Marseilles, and no Ships bound to Marseilles.*

*The Trade to France proved to be greater than any Accounts given of it can describe.*

*The Weakness of their Pretences for it taken notice of.*

*Their scandalous shifting and shuffling exposed.*

THE Knavery and Unfairness of our Opposers come now a little to be Exposed in the Discourse of the Trade from London to the Port of Marseilles; to make which more plain, it is needful to look back a little into what has been said about concealing the Exportation of our Goods to France.

We find in the daily Entries of Goods Exported to France, very great Quantities of English Woollen-Manufactures, and Goods of English Produce as well as Plantation-Goods, which is the same thing, which are daily shipt off to some Ports in the Mediterranean, but the Place conceal'd by a Method which the Merchants have fallen upon for amusing the People with, viz. by Entring them under a general Head, viz. *The Streights.*

We know very well that these Goods must be Shipt, either for Spain, Italy or France, for Goods Shipt for Turkey or Barbary are always Enter'd expressly for those Places.

That the greatest part of these Goods are really sent to France. The *MERCATOR* gives these Reasons to prove.

1. That no Exportation but those to France can have any general Reasons for being conceal'd, or are worth while to conceal.

2. That great Quantities of the Goods shipt for Venice, Leghorn, Genoa, Naples, Allicant, Malaga, and all the other trading Ports in the Streights, are Enter'd in the Names of those Ports openly.

3. That altho' we are assured of very great Quantities of Goods shipt, and whole Ships loaden to the several Ports of France in the Streights, yet we have very few

of the Goods that are loaded in them, Enter'd at the Custom-house any otherwise than as to the Streights, of which some Examples have been given already, and many more have happen'd since, which it is too tedious and needless to mention, only thus far in general. That for the last Eight Months, we have seen only seven Entries of Goods to Marseilles, which Entries have been small Parcels of Goods, too small for any Ship to go on purpose thither to deliver, and others of Lead, which lying in the Hold of a Ship as Ballast, cannot be deliver'd without Unloading the Ship, or rumaging her whole Loading, and yet in all this while, not one Ship has been Enter'd at the Custom-house for Marseilles, so that we may with very good Ground suggest, That seven several Ships have gone from hence in that time wholly or mostly laden for Marseilles.

Also it is to be noted, that Marseilles being in the Bottom of the Gulph of Lyons, is more out of the way for any Ship that goes Trading up the Streights, than any other Port in the Mediterranean, Genoa excepted, and that therefore the Ships bound up the Streights will not go to Marseilles so easily, or with such small Quantities of Goods as they will to the other Ports of Spain or Italy, to which they go nearer, as Allicant, Malaga, Leghorn, &c. if then our Entry only is made in the Custom-house Books for Marseilles and no Ship Enter'd, yet we know three Things by it.

1. That some Ships is bound to Marseilles tho' we are not suffer'd to know of it.

2. That more Goods are shipt than those so Enter'd.

3. That it must be a large Quantity of Goods, because the Ships cannot afford to go up the Gulph with small Cargoes.

All



All these things infer, that great Quantities of Goods have been sent to France in Ships whose Names are entered at the Custom-house as bound to the Streights, and that the greatest part of the Goods which are Entered at the Custom-house as for the Streights, are reallyipp'd for France.

The *MERCATOR* appeals for the Justice of this Remark to the Merchants themselves, who indeed know best whether their Goods are consigned, of which many have freely own'd to the *MERCATOR*, that their Cargoes are sent for France, tho' Entered as the Ships also are for the Streights. Now the *MERCATOR* shall soon present the World with a view of the Quantity of Goods which have been Shipped from hence for the Streights, the greatest Quantity of which, by this very rule, must have been sent really to France; and let the Merchants determine about it as they see reasonable.

In the mean time we are to assure them, that the *MERCATOR* finds by other Accounts, that above Thirty Sail of Britith or English Ships have been at Marseilles from England, since the last Account which was given in this Paper of these things, many of which have been wholly loaden for that Port from England, and others with great part of their Cargoes.

What Quantity of English Goods they brought, the *MERCATOR* shall make some Estimate of in the next Paper.

By this it will appear, that the Trade to France from Britain has been, and now is quite another thing than either common Opinion supposes it to be, or than the Accounts taken out of the Custom-house Books can represent it to be; and if we are deceived even in the best Accounts we have of our Exportations to France, not only from the Merchants Experience, but from the Authority of the Custom-house itself, then we should be very cautious how we propagate those false Accounts, and reduce them into Principles in the Minds of the People, to raise false Notions and wrong Conceptions in those People of the Trade, perswading them that our Exportations to France are trifling, and less than really they are, and that the French will not take our Goods tho' the high Duties were taken off from them; when the Matter of Fact is, they will not be without them, altho' the high Duties remain upon them.

It is fatal to Nations, as well as to particular Persons, to embrace Error, and the rather because that when they do so, they are Tenfold more tenacious of that Error than they are of the Truth, however plain and demonstrable that Truth appears to be, and also because that Error is much sooner riveted in the Minds of Men, and sooner makes Impressions upon them than the true Account of things now do.

This is the Misfortune which the *MERCATOR* has to struggle with in the present Debate: The popular Notion of the French being Gainers by our Commerce, and of our being Losers by it, has obtained with so much ease upon the credulous part of the World, that they appear obstinate against the strongest Demonstration, and impenetrable by the plainest Reasoning.

They will not have it be, that any of our Goods go to France, and yet some of those very Men send them thither every Day; that the French have no occasion for our Goods, and yet they send for them every possible way that they can have them, and pay such extravagant Duties as no Nation but they can give, and as no Goods but ours can allow to be paid; which extravagant Duties paid by our Goods in France, are a clear Demonstration both of the goodness of our Manufacture, the meanness of their own, and the Necessity which the French are in of having our Manufactures cost what they will.

We had a mighty Noise, by the Clamouring Opposers of this Trade, when the *MERCATOR* mentioned this Affair of Marseilles before, about Marseilles being a free Port; and by that shuffle they would have come off from the Clog which the Trade we carry on thither was to their Arguement. But as Marseilles is in France, the *MERCATOR* thinks nothing can take off the weight or force of it, that what Goods we send to Marseilles are sent to Fraifice.

As to the supposition of their being sent away again from thence, and sold in France, tho' it is really nothing to the purpose if it were so, yet neither can it be so neither by their own Arguments; of which, there is not room to speak here. But, in the mean time, having Landed our Goods in France, (viz.) at Marseilles, we shall see in our next what the Enemy will do with them, and what poor shift they make to get rid of them again.



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